

Subject: National Competitive Bidding for Fabrication, Transportation, Installation, Testing, and Commissioning of Quick Pontoon Opening Mechanism (QPOM) Comprising of Self-Propelled pontoons in the state of Bihar.

Reference: IWAI/NW-1/WB/AG/QPOM/Phase-II-Part(2)

CPP Portal Tender no: 2025\_IWAI\_887271\_1

Response to Pre-bid Queries

S. No	Page No & Clause No	Content of RFB requirement	Clarifications sought	Responses
M/s A C Roy Shipbuilders Pvt Ltd				
1	BDS, ITB 19.1, Page No 38	The amount of the bid Security shall be Rs. 91,56,700.00/- (Rs. Ninety-One Lakhs Fifty-Six Thousand and Seven Hundred Only) proof of original RTGS/ NEFT/ towards the cost of bid document	The Bid as published is stated to be NCB, accordingly, we propose to add provisions of MSME as per relevant circular of Government of India towards exemption in submission of EMD, Tender Fees & Security Deposit.	Public Procurement Policy for MSEs Order, 2012 & subsequent amendments shall be applied for MSEs for this tender. Considering the same, exemptions related to EMD & tender fees are allowed for MSEs.
2	1.1 (A), (a), Page No 45	Annual Turnover: Minimum average annual financial turnover during the last three financial years i.e 2024-25, 2023-24 and 2022-23 should be at least INR 27,47,01,000.00	1.1.A.(a) "Annual Turnover: Minimum average annual financial turnover during the last three financial years i.e 2024-25, 2023-24 and 2022-23 should be at least INR 27,47,01,000.00 Bidders shall submit Form FIN 3.2, Section IV: Bidding Forms duly certified by a Statutory Auditor/ Chartered Accountant (CA)".  Please specify Annual Turnover pertaining to Shipbuilding only, or any other activity/ Line of Business.	No change. Tender conditions prevail.

3	1.1 (A), (b), Page No 46	<p>The Bidder shall furnish documentary evidence of supply &amp; commissioning to demonstrate that it meets the following experience requirement(s):</p> <p>1. The bidder should have experience of supply &amp; commissioning of two (02) similar items in the last 5 years.</p> <p>“Supply and commissioning of similar items” means Fabrication, Transportation, Testing and Commissioning of self-propelled barges/ vessels duly certified by any classification society and Statutory authorities under any Govt. under Inland Vessel Act or any other relevant act / regulation.</p>	<p>“1.1.A.(b).1 The bidder should have experience of supply &amp; commissioning of two (02) similar items in the last 5 years.</p> <p>“Supply and commissioning of similar items” means Fabrication, Transportation, Testing and Commissioning of self-propelled barges/ vessels duly certified by any classification society and Statutory authorities under any Govt. under Inland Vessel Act or any other relevant act / regulation.”</p> <p>Please specify monetary value if any for the ‘Similar Items’ supplied &amp; commissioned by the Bidder, that is to be demonstrated during bid submission.</p>	<p>Being Goods tender, the monetary value has not been included. Please refer Manual of Procurement of Goods, 2024.</p> <p>No change. Tender condition prevails.</p>
4	1.1.A.(d), Page no 47	<p>The Supplier needs to demonstrate the details of having the infrastructure facilities w.r.t</p> <p>i. Ship Building Yard along with requisite facilities.</p> <p>ii. Existing facilities for inspection and testing in the factories.</p>	<p>“1.1.A.(d) The Supplier needs to demonstrate the details of having the infrastructure facilities w.r.t</p> <p>i. Ship Building Yard along with requisite facilities.</p> <p>ii. Existing facilities for inspection and testing in the factories.”</p> <p>Please specify document that needs to be furnished for proof of availability</p>	<p>Shipyard lease agreement/ ownership legal document will be supporting documents.</p> <p>No change. Tender conditions prevail.</p>

			of Shipbuilding Yard & other associated facilities.	
5	1.1 (B), Page no 47	The bidders may also submit a bid having a joint venture with the firm of adequate experience in the design construction & supply of the Steel Pontoons.	1.1.B(ii) Kindly explain the clause, does the designer of the Bidder need to furnish their credential for design of Steel Pontoons?	If the bidder is a manufacturer, the same is not required. Bidder will submit the proof of Design Consultant engaged.
6	Clause no 2.1, Page No 88	With the background mentioned above, the Purchaser invites bids from reputed organizations having experience primarily in Fabrication, supply, transportation, installation, testing and commissioning of propelled/ non propelled barges/moored barges duly certified by any classification society and registering authorities under Inland Vessel Act or any other relevant act / regulation along with all associated items of works as outlined in this bid document. The Schedule wise tentative locations are as follows: In the state of Bihar: i. Nainizor, District: Bhojpur ii. Mahuli Ghat, District: Ara	Refer Schedule of Required Serial 2.1 the requirement as stated here and that stated in your qualification criteria is not matching kindly clarify.	Please refer to Qualification Criteria as specified in tender document in SECTION III. EVALUATION AND QUALIFICATION CRITERIA of tender document.  <b>Clause no 2.1, Page no 88 may be read as:</b> With the background mentioned above, the Purchaser invites bids from reputed organizations having experience primarily in Fabrication, supply, transportation, installation, testing and commissioning of propelled/ <del>non</del> <b>propelled barges/moored</b> barges duly certified by any classification society and registering authorities under Inland Vessel Act or any other relevant act / regulation along with all associated items of works as outlined in this bid document. The Schedule wise tentative locations are as follows: In the state of Bihar: i. Nainizor, District: Bhojpur ii. Mahuli Ghat, District: Ara

		iii. Gyaspur, District: Patna iv. Kachi Dargah, District: Patna		iii. Gyaspur, District: Patna iv. Kachi Dargah, District: Patna
7	Sr No 3, Page No 88-89	Scope of Supply	Refer scope of supply serial No: 3, kindly indicate if Basic Design of QPOM to be supplied by IWAI or not so. If so, would it be Class Approved or not. Finally, please clarify if Design as approved by class is to be scope of Bidder or IWAI.	Please refer Sr No 4(b), Page No 91 of tender document: “The Supplier’s responsibility is to design of Goods, reviewing and vetting from reputed & authorized classification societies (IRS)/ agencies/ institutes as per the consent of the EIC.”
8	Bullet no 7 of Sr No 3.1, Page No 89	6 raised solar lights with posts for illumination of the deck area with adequate batteries and solar plates (approx. 6 KW).	Refer Bullet point Serial 7 of 3.1, we were given feedback from our last installation that the solar light provided in the middle of the deck might cause obstruction in ingress and egress of vehicles, please specify if the same is to be installed.	Since designing of QPOM is the responsibility of successful bidder, the same to be decided in consultation with Purchaser.  No change. Tender condition prevails
9	Bullet no 13 of Sr No 3.1, Page no 90	Power and fresh water supply from Shore.	Refer Bullet point Serial 13 of 3.1, please specify the scope of the bidder in shore side jobs.	During the construction of the QPOM, the required Power & Water Supply is in the scope of the Supplier. No change. Tender condition prevails.
10	Sr No 4(b), Page No 91	The Supplier’s responsibility is to design of Goods, reviewing and vetting from reputed & authorized classification societies (IRS)/ agencies/ institutes as per the consent of the EIC.	Preliminary works serial (b) --- states supplier’s responsibility “to design of Goods, reviewing and vetting from reputed & authorized classification societies (IRS)” This contradicts Serial 3 Scope of Supply, please clarify.	Please refer Sr No 4(b), Page No 91 of tender document: “The Supplier’s responsibility is to design of Goods, reviewing and vetting from reputed & authorized classification societies (IRS)/ agencies/ institutes as per the consent of the EIC.”  No change. Tender condition prevails

11	Sr No 19 of Page no 107	Four electrical winches of 5-ton capacity each to be provided for lifting and lowering of the ramps.	Winches: In your Schedule of requirement, you have stated the provision of four numbers 5 Ton winches, the same may be modified which suitable to operate the Ramp safely. We understand that winches will be electrically operated. Please confirm.	Please refer clause no 19, page no 107 which is self-explanatory.  No change. Tender condition prevails.
12		General	Registration of Vessel: Please indicate if the Main Barge & Mooring Barges are to be registered at all or not. Should they be Registered, please specify the details.	Please refer SCC, GCC 25.2 sr no 3 for the same. "Registration of the Main Barge and Mooring barge (04) in the name of the Purchaser."
13	SCC, GCC 16.1, Page No 142-143	Payment Terms	Payment Terms: We have observed that there is practically no separate parameters for Final Acceptance Stage after serial No (f) "Testing, commissioning, and trial of the complete units at the respective site (as per Price Schedule) along with the certification, any classification society & EIC including registration of the units in the name of the purchaser" stage, we would implore you to marge the two stages to a single stage having 15%(Fifteen Percent).	No change. Tender condition prevails.
14	Sr No 8, Page No 104-105	The principal dimensions of the main barge should be as follows: - a. Length Overall 39.6 b. Beam (mld) 10 m excluding propulsor platforms	From our experience of installing Similar Vessel, we feel some variation in 'Principal Dimensions' are necessary for smooth operation. Kindly allow a minimum five percent variation in the Principal Particulars	No change. Tender condition prevails.

		c. Beam (extreme) 13.4 m including propulsor platforms d. Draught -0.6 m. e. Depth 1.95 m at side 2.10 m at centre The principle dimensions of the moored end barges should be as follows : - Length Overall 20.4 m Beam 5 m Draught 0.40 m Depth 1.75 m at side 0.85 m at centre	as proposed in the schedule of requirement.	
15	ITB 17.2 (c), Page no 38	Bids from Joint Ventures are acceptable and shall be treated the same way as that of JV mentioned in the bidding documents: a. Maximum number of members in the Joint Venture (JV) shall be: (Three) 3.	Finally, it is our opinion that provision of Joint Ventures with non-Shipbuilding entities places genuine MSME ship builders in a serious disadvantage. We would therefore request you to reconsider this clause (TECHNICAL PART, 1.1.1.A(b)). So that only genuine Shipbuilders are eligible and encouraged to participate in the Tender and ensure a level playing field for the Indian Shipbuilding Industry in line with the MIV of MOPSW, Government of India.	No change. Tender condition prevails.
M/s Cleghorn Mfg. Co. Pvt Ltd				
16	1.1 (A), (b), Page No 47	The Bidder shall furnish documentary evidence of supply & commissioning to demonstrate that it meets the following experience requirement(s):	Qualification criteria - "Similar items"  In the earlier tenders issued for QPOM in Uttar Pradesh (Bid Ref. No. IN-IWA1-071958-GO-RFB) and QPOM for Ballia & Patna (Bid Ref. No. IN-	This is based on market response & to engage competent supplier.  No change. Tender condition prevails.

		<p>1. The bidder should have experience of supply &amp; commissioning of two (02) similar items in the last 5 years.</p> <p>“Supply and commissioning of similar items” means Fabrication, Transportation, Testing and Commissioning of self-propelled barges/ vessels duly certified by any classification society and Statutory authorities under any Govt. under Inland Vessel Act or any other relevant act / regulation.</p> <p>For Joint Venture: In case of a Joint Venture, the lead member should meet at least 50% of the qualification requirement and the total of qualification requirements should be met by adding the qualifications of all members of JV.</p>	<p>IWA1-341909-GO-RFB), the qualification requirement for "Supply and commissioning of similar items" was defined as:</p> <p>"Supply and commissioning of similar items means Fabrication, Transportation, Testing and Commissioning of self-propelled/ non-propelled barges/ vessels / moored barges duly certified by any classification society or registering authorities under Inland Vessel Act or any other relevant act/regulation." This broader definition allowed participation from a wider pool of experienced agencies, including those with proven capability in fabricating and commissioning both propelled and non-propelled vessels/barges and moored barges. Consequently, it supported healthy competition and resulted in more competitive bidding while still ensuring that only technically qualified firms participated.</p> <p>In the current tender, however, the definition has been revised to:</p> <p>"Supply and commissioning of similar items means Fabrication, Transportation, Testing and Commissioning of self-propelled barges/vessels duly certified by any classification society and Statutory</p>	
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			<p>authorities under any Govt. under Inland Vessel Act or any other relevant act/regulation."</p> <p>This revised criterion restricts eligibility only to experience in self-propelled barges/vessels. The exclusion of non-propelled and moored barges significantly narrows the pool of qualified bidders, even though such works are technically comparable and highly relevant to the present scope. It is also noteworthy that, even under the earlier, broader criteria, the tender for Bihar had attracted only one bidder. Making the criteria more stringent in the present tender is likely to further reduce participation and may in effect favour only a very limited group of bidders with such highly specific experience. In the interest of fairness, transparency and wider competition, we respectfully request that the qualification criteria for "similar items" be restored to the previous broader formulation, or suitably relaxed to include experience in both self-propelled and non-propelled/moored barges certified by recognized classification/registration authorities.</p> <p>In view of the above, we humbly request your good office to kindly</p>	
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			<p>issue an amendment/corrigendum to the tender, revising:</p> <p>1. The definition of "similar items" to include both self-propelled and non-propelled/moored barges/vessels.</p>	
17	1.1 (A), (a)& (b), Page No 46-47	<p>For Joint Venture: In case of a Joint Venture, the lead member should meet at least 50% of the qualification requirement and the total of qualification requirements should be met by adding the qualifications of all members of JV.</p>	<p>Joint Venture (JV) qualification criteria</p> <p>In the earlier tenders for QPOM, the JV provision stated:            "In case of a Joint Venture, the total of Qualification requirement should be met by adding the qualifications of all members of JV."            This formulation allowed genuine JVs, where expertise and experience are distributed among the partners, to combine their strengths and participate, thereby encouraging collaboration between capable firms.            In the current tender for Bihar, this has been amended to:</p> <p>"In case of a Joint Venture, the lead member should meet at least 50% of the qualification requirement and the total of qualification requirements should be met by adding the qualifications of all members of JV."            Requiring the lead member alone to meet at least 50% of the qualification criteria substantially narrows the scope for balanced JVs and consortia</p>	No change. Tender condition prevails.

			<p>and effectively discourages many capable partnerships from participating, even though collectively they fully meet (or exceed) the qualification requirements. As noted earlier, there was only one bidder for the Bihar package under the present criteria, which indicates that the modified conditions are overly restrictive and are not facilitating broad-based, competitive participation.</p> <p>We therefore request that the JV criteria be aligned with the earlier QPOM tenders, allowing the total qualification requirement to be met by combining the credentials of all JV partners, without mandating that the lead member alone must satisfy a fixed percentage of the requirement. In view of the above, we humbly request your good office to kindly issue an amendment/corrigendum to the tender, revising:</p> <p>2. The JV qualification criteria to allow combined credentials of JV partners without the 50% requirement for the lead partner.</p>	
18	Sr No 7.2, Page no 93	The delivery shall be affected in phases as under and overall completion shall be within (12 Months)-One year.	<p>Delivery schedule</p> <p>We also wish to highlight that the earlier tender provided a delivery period of D + 16 months, taking into account the realistic timelines required for procurement and</p>	The delivery shall be affected in phases as under and overall completion shall be within <b>(16 Months).</b>

		<ul style="list-style-type: none"> <li>Completion of Keel Laying with certification of Purchaser- <b>D+2 Months</b></li> <li>Completion of 100% of Hull fabrication at the Supplier's yard after certification by any classification society as per Inland Vessel act.- <b>D+5 Months</b></li> <li>Successful launching. Testing and Trail run of the complete units at Supplier's yard (as per Price Schedule) with certification by any classification society.- <b>D+10 Months</b></li> <li>Testing, commissioning, and trial of the complete units at the respective site (as per Price Schedule) along with the certification by any classification society &amp; EIC</li> </ul>	<p>integration of key imported components-particularly thrusters, which typically involve considerable lead times.</p> <p>The current tender stipulates a shorter delivery period, even though the supply-chain constraints for imported thrusters and other critical systems remain unchanged. A compressed delivery schedule may discourage participation from capable manufacturers who follow standard international procurement and production cycles and who wish to avoid undue schedule risk..</p> <p>To ensure broader participation and realistic execution timelines, we request that the delivery period be revised to at least D + 16 months, in line with earlier tenders, or suitably extended to reflect practical lead times for critical imported equipment.</p>	<ul style="list-style-type: none"> <li>Completion of Keel Laying with certification of Purchaser- <b>D+2 Months</b></li> <li>Completion of 100% of Hull fabrication at the Supplier's yard after certification by any classification society as per Inland Vessel act.- <b>D+6 Months</b></li> <li>Successful launching. Testing and Trail run of the complete units at Supplier's yard (as per Price Schedule) with certification by any classification society.- <b>D+14 Months</b></li> <li>Testing, commissioning, and trial of the complete units at the respective site (as per Price Schedule) along with the certification by any classification society &amp; EIC including registration of the units in the name of the purchaser.- <b>D+16 Months</b></li> </ul> <p>D=Date of signing of Contract</p>
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		including registration of the units in the name of the purchaser.- <b>D+12 Months</b>  D=Date of signing of Contract		
M/s. Great Saturn Dredging Private Limited				
19		General	The General Arrangement (GA) plan and other technical requirements related to machinery and power have not been attached with the technical specifications. Kindly provide these documents	Please refer Section VII. Schedule of Requirements for the same.
20	Sr No 16, Page No 99	The Vessel shall be designed and built-in accordance with the requirements of the rules and regulations of: 1. IRS (Indian Register of Shipping) or any Classification Society who is member of International Association of Classification Society (IACS) 2. The Inland Vessel Act 2021. The vessels are also to conform to the Model Inland Vessel Rules prepared by IWAI.	As per the Tender Documents, the Main Barge and Moored Barges are to be built under the IV Act. Therefore, please clarify if classification by IRS or any other IACS member is mandatory or IV Class also acceptable.	Please refer to Sr No 16, Page No 99 “The Vessel shall be designed and built-in accordance with the requirements of the rules and regulations of: 1. IRS (Indian Register of Shipping) or any Classification Society who is member of International Association of Classification Society (IACS) 2. The Inland Vessel Act 2021. The vessels are also to conform to the Model Inland Vessel Rules prepared by IWAI.”

21	Sr No 2, Page No 87	The proposed solution consists of three units i.e., 1 (one) Main Barge which is 39.6 m in length and a breadth of 10 m consisting of 2 nos Azimuthal drive propulsors with 360 degrees freedom of rotation. This proposed system can operate even with only one azimuthal propulsors also, but at a lower speed. The	Azimuth thrusters may not be suitable for the main barges. In river conditions, floating objects may strike the thruster units, resulting in a high risk of damage and frequent maintenance. Also, the main barges have a very low draft. Incorporating azimuth-type propulsion may not be feasible considering the draft restrictions.	No change. Tender conditions prevail.
22	Sr No 7.2, Page no 93	Delivery Schedule: Total D+12 months	As per your completion schedule, delivery and trials are required within 12 months. However, the lead time for azimuth thrusters alone is approximately 10 to 12 months, which makes it difficult to meet the proposed completion timeline. Hence, this needs to be reconsidered.	Please refer above response of Sr No 18.